

INSTITUTE OF TECHNOLOGY & BUSINESS DEVELOPMENT: BUSINESS DEVELOPMENT MANAGER [#C15-011])

The Institute of Technology & Business Development (ITBD) seeks a Business Development Manager to manage, plan, develop, and direct sales initiatives for outreach programs to raise the level of awareness of and effectively market the core business services of the ITBD in various areas such as training, including business skills/process/productivity training programs, consultation, conferencing, and business incubation services. Core responsibilities include sales lead generation, proposal/grant writing, project management and program development.

Required Qualifications:

- Bachelor's degree;
- Five years demonstrated sales success with proven closure rate;
- Demonstrated record of success in proposal and grant writing
- Knowledge of and experience in working with small business markets;
- Experience in marketing and selling to executive level decision makers;
- Experience working with business, professional and/or civic organizations; and,
- Experience with supervision of staff.

Preferred Qualifications:

- Master's degree in Business, Education, Marketing, Management or Technology;
- Sales experience in manufacturing, industrial, financial, technical industries;
- Experience in a higher education setting;
- Experience in teaching or curriculum development; and,
- Experience in Lean and manufacturing management systems.

For full consideration, applications must be received by **September 19, 2014**. Salary is commensurate with education and experience. For more information and to begin the application process, go to <http://hosted.ccsu.edu/hrat/default.php> and submit the following:

- Letter of interest addressing qualifications for the position;
- Current resume; and,
- Names of three current professional references with mail and email addresses, and phone numbers.

No emailed or hard copies will be accepted.

CCSU is an equal opportunity and affirmative action employer. Members of all underrepresented groups, women, veterans and persons with disabilities are invited and encouraged to apply.